

Crown Limited Annual General Meeting

30th November 2010





Presentation Outline

CEO Presentation

- F10 Year in Review
- Recent Trading Update
- Employment Strategy & Initiatives
- Commitment to Responsible Gambling
- Progress Report on Crown's Capital Expenditure

Chairman's Address

- Crown's Integrated Resorts
- Integrated Resorts in Asia
- Australian Tourism Some Observations

1. F10 Year in Review



Crown Limited Group F10 Result

		F10 Normalised \$m	F09 Normalised \$m	Change on pcp	F10 Actual \$m	F09 Actual \$m
	EBITDA	657.2	619.6	6.1%	692.9	646.0
)	Depreciation and Amortisation	(163.1)	(148.0)	10.2%	(163.1)	(148.0)
)	EBIT	494.1	471.6	4.8%	529.8	498.0
	Interest	(73.0)	(27.9)		(73.0)	(27.9)
1	Income Tax	(84.3)	(94.1)		(95.0)	(102.0)
)	Equity Accounted	(48.4)	(68.9)		(69.5)	(125.9)
)	Net Profit before significant items	288.4	280.7	2.7%	292.3	242.2
)	Significant Items				0.0	(1,440.1)
	Net Profit / (Loss)				292.3	(1,197.9)



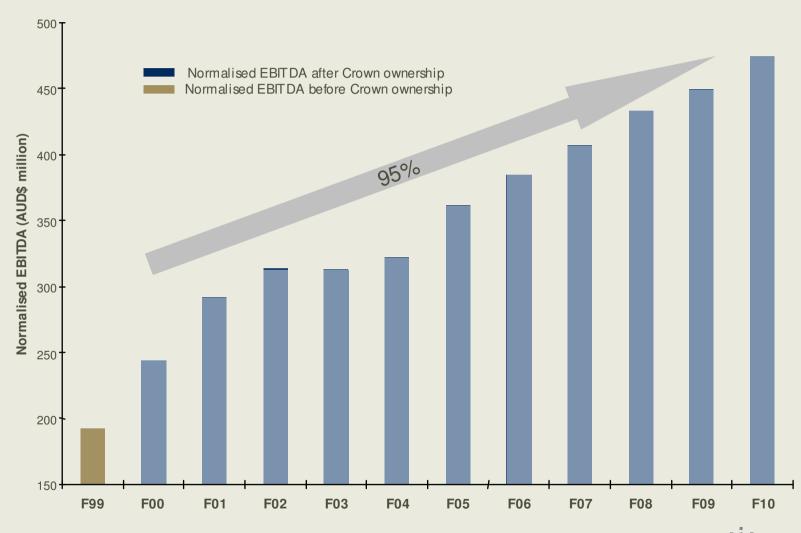
Crown Melbourne & Burswood Results

Normalised FY 2010 (\$m)

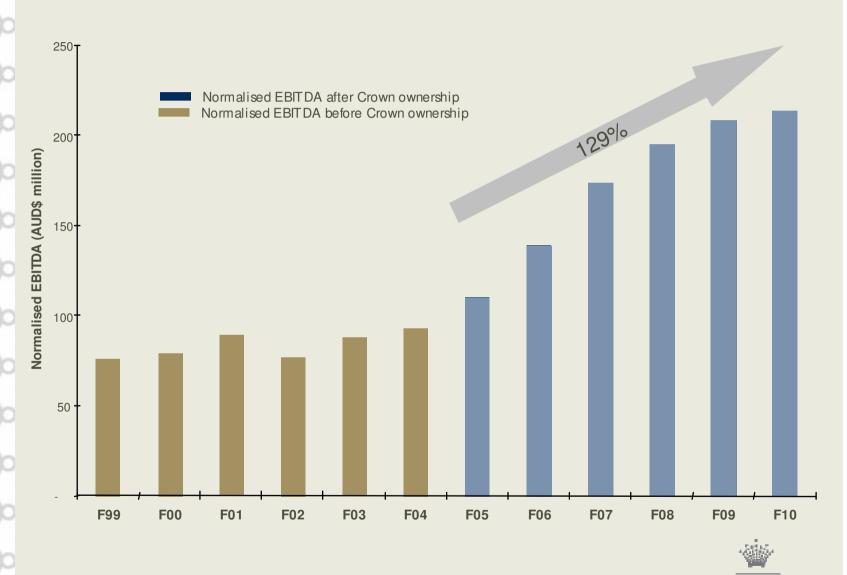
\$m	Australian Casinos	Change on pcp
Main floor gaming	1,273.0	1.6%
VIP program play	536.0	14.1%
Non-gaming	483.4	9.6%
Total Revenue (Normalised)	2,292.4	5.9%
Gaming taxes, levies and commissions	637.1	10.1%
Operating expenses	966.8	4.4%
EBITDA	688.5	4.5%
Depreciation & amortisation	160.5	10.4%
EBIT	528.0	2.8%
EBITDA / Revenue %	30.0%	
VIP Turnover \$ billion	39.7	14.1%
VIP Win Rate (1.35% theoretical)	1.47%	



Crown Melbourne Normalised EBITDA



Burswood Normalised EBITDA



Crown Melbourne & Burswood VIP Turnover

Strong growth despite global financial crisis and Asian casino openings





Macau Update

- Crown owns 33.5% of Melco Crown which operates two major Macau properties: City of Dreams and Altira
- City of Dreams had its first full year of operation
- Third quarter results to the end of September 2010 were encouraging:
 - Net revenue of US\$727 million up from US\$500 million in the prior comparable period
 - Adjusted EBITDA of US\$136 million up from US\$56 million in the prior comparable period
 - Broad based improvement in City of Dreams performance

Macau Gaming Revenue



Sourced from The Gaming Inspection & Coordination Bureau, Macao (DICJ). Data only includes revenue from games of fortune and excludes racing or lottery revenues





Dividend

- Paid a final dividend of 19 cps, franked to 60%
- Total full year dividend of 37 cps
- Dividend policy is to pay the higher of 37 cps or 65% of normalised NPAT for the full year

2. Recent Trading Update



Current Trading: Crown Melbourne and Burswood

Combined Year on Year Revenue Performance for Crown Melbourne and Burswood 1 July to 24 November 2010 (First 21 Weeks)

Main Floor Gaming	6%	
Non gaming (excluding Metropol)	5%	
Non gaming (including Metropol)	13%	
VIP Turnover	(10%)	



3. Crown's Employment Strategy & Initiatives



Crown - Employment Strategy

- Largest single-site private sector employer in both Melbourne and Perth
- Major employer of young people entering the workforce
- \$10 million purpose-built training facility for Crown College
- Employment plan in place for the disabled
- Indigenous Employment Strategy best practice model for large organisations
- 'Victorian Employer of the Year' by Skills Victoria (Victorian Training Awards 2010)

Recipient of the Diversity@Work 2010 Award

Crown received the award for "Employment and Inclusion of Indigenous Australians - Large Organisations"























Recipient of the Australian Employer of the Year Award

Crown received the award at the Australian Government's Australian Training Awards 2010 in recognition of our commitment to innovation, diversity and training









Partnering Community Organisations







Koala (Kids Oncology and Leukaemia Action) Foundation











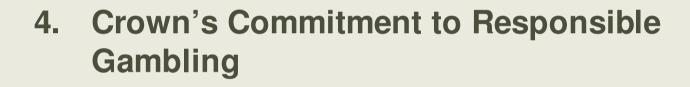














Crown – Commitment to Responsible Gaming

- Board Committee dedicated to overseeing responsible gaming
- Significant resources dedicated to promoting responsible gaming
- Crown has implemented two world-first responsible gaming initiatives
 - On-site Responsible Gaming Support Centre
 - Play Safe pre-commitment program



Responsible Gaming – Crown Board Committee

- Chaired by Crown Director, Professor John Horvath A.O.
- Responsibilities of the Committee include:
 - Reviewing and monitoring Crown's responsible gaming programs
 - Recommending policies and procedures to enhance the effectiveness of those programs
 - Promoting awareness of responsible gaming issues









Responsible Gaming Support Centre

- World first responsible gaming initiative offering on-site support services
- Offers services 24 hours a day, 7 days a week
- Includes private counselling rooms, meeting facilities, administration office and reception area
- Interpreters can be arranged for customers who have non-English speaking backgrounds
- Provides problem gambling information brochures and contact details in languages other than English



Pre-Commitment At Crown

- Crown Melbourne has had a pre commitment system in operation since 2002 for its loyalty program members who play gaming machines
- A similar program was implemented in Burswood earlier this year
- Crown sees pre commitment as one of a range of important strategies to facilitate responsible gambling
- Crown will work cooperatively with Federal and State
 Governments, Industry and community groups to investigate
 options for further pre commitment developments and
 enhancements



5. Crown's Capital Expenditure Program

Crown Towers Melbourne









Crown Metropol









Crown Conference Centre







Crown Melbourne – Upgraded Retail Precinct













Crown Melbourne – Planned Expanded Mahogany Room









Crown Melbourne - Level 39 Gaming









Crown Melbourne – Refurbished Villas









Crown Melbourne – New & Upcoming Restaurants











Spice Temple & Atlantic Restaurant & Bar



Burswood – InterContinental Hotel Upgrade









Burswood – Upcoming Restaurants

- Rockpool Bar & Grill
- New Japanese Restaurant
 - New Italian Restaurant











Burswood – Upcoming Food Court



Proposed Floor Plan - Food Court





Burswood – Upcoming Luxury Villas







Burswood – Upcoming Luxury Villas





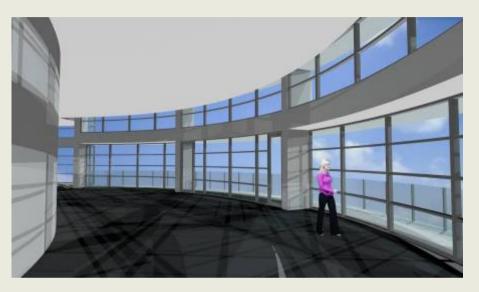


Burswood – Planned Pool, Gym & Day Spa Upgrade

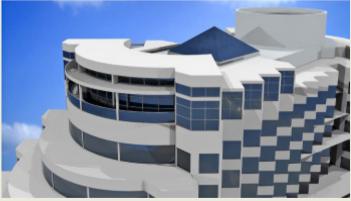




Burswood – Planned Rooftop Gaming Salon







6. Crown's Integrated Resorts

Crown – Integrated Resorts





Crown is Australia's premier integrated resorts operator, with two key IRs:

Crown Melbourne Entertainment Complex

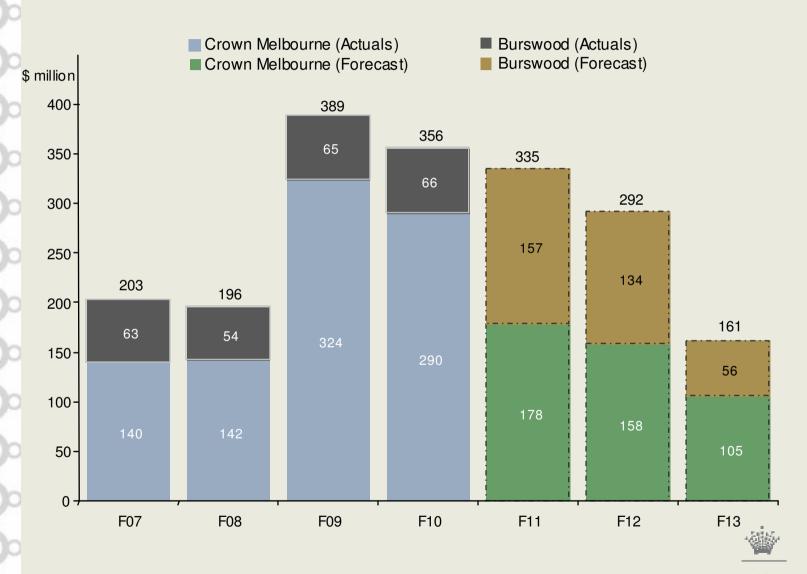
Burswood Entertainment Complex



Investment in Large Scale Tourism Attractions

- Australian investment in large scale tourism attractions has been relatively modest in recent years but Crown has led the way
- Between F07-F13, Crown will spend more than \$1.9 billion in maintaining, improving and expanding its facilities in Melbourne and Perth, of which around \$1.4 billion represents growth and expansion projects

Crown Capital Expenditure F07 – F13





Impact of Crown's Integrated Resorts

- KPMG Econtech's modelling shows that:
 - Crown Melbourne contributes a total of \$1.5 billion and Burswood \$510 million per annum of value-added to the Victorian and West Australian economies, respectively
 - Crown Melbourne contributes 13,330 jobs and Burswood 3,770 jobs to the Victorian and West Australian economies, respectively (through direct and indirect impacts)
- Crown attracts more than 24 million visits per year
- Crown paid taxes and levies to local, state and federal government totalling approximately \$660 million in 2010¹
- Approximately 35% of Crown's revenue in F10 was generated from international visitors, representing more than \$850 million per annum

Reflects local rates and levies, state gambling, land and payroll taxes, levies and licence fees, federal GST. PAYG, FBT and corporate income tax for Crown Melbourne and Burswood only.

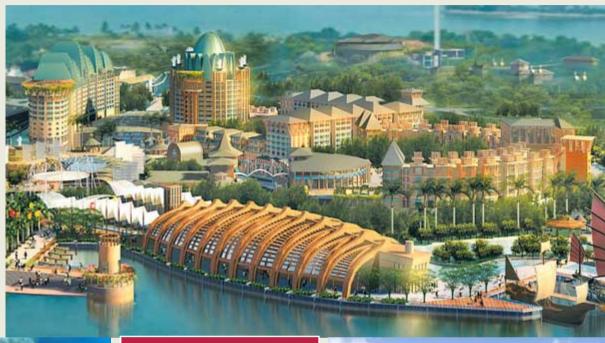
7. Integrated Resorts in Asia



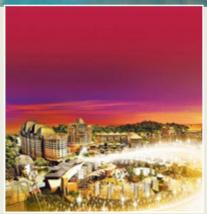
Asian Tourism Growth Led by Development of Integrated resorts

- Asian governments have recognised the significance of integrated resorts to grow international tourism
- Singapore has overseen the construction of two integrated casino resorts at a combined cost of around A\$12 billion
- In Macau, a number of high quality integrated resorts have been developed at a total cost of more than A\$17 billion
- Japan, the Philippines, Malaysia, Thailand, Taiwan and Vietnam are also planning major integrated resort developments, principally targeting tourism out of China

Singapore – Resorts World Sentosa











Singapore – Marina Bay Sands





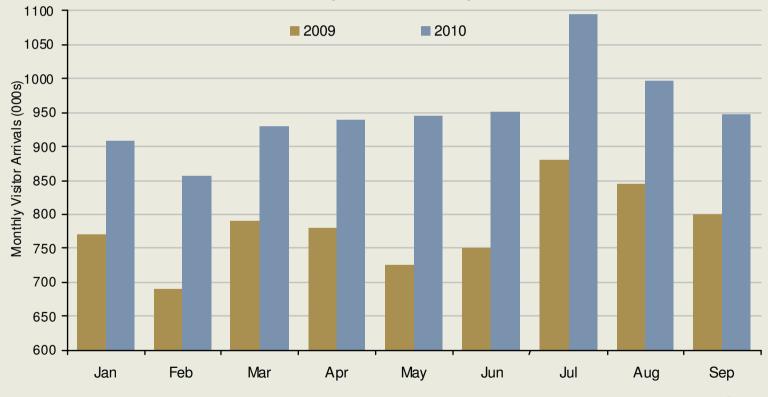




Impact – Singapore Tourist Arrivals

Since the openings of the integrated resorts, monthly tourist arrivals to Singapore have increased by 22% on average, year-on-year

Year-on-Year Comparison of Monthly Visitor Arrivals



Source: Singapore Tourism Board





Singapore – Economic Benefit

Boost to GDP

- Singapore's GDP¹ in the quarter ending Jun 10 increased 18.8% year-on-year.
 - The Hotels & Restaurants sector grew 10.4%
 - Other Services industries increased by 12.9% due to higher visitor arrivals and activities in the new integrated resorts

Tourism growth

- Singapore tourism sector data in September 2010 showed Hotel Room Revenues² increased 22.6%
- China was the fastest-growing market in August, with visitor arrivals jumping 51% to 131,000
- Sourced from Ministry of Trade and Industry Singapore, 10 August 2010
- 2. Preliminary figure released by the Singapore Tourism board for the average of last 13 months



Media Coverage of Singapore Integrated Resorts



THE WALL STREET JOURNAL.

October 6, 2010

SINGAPORE CASINO EXPERIMENT PAYS OFF

A gamble by Singaporean leaders to bring casinos to this famously strict city-state appears to be paying off as tourist numbers soar, fueling hopes that the resorts will help diversify and export-reliant economy.

Singaporeans wrestled for years with whether to green-light its first two casinos, which opened with fanfare earlier this year. Many residents and government officials feared they would destroy Singapore's reputation for crime-free, family-friendly living.

So far, the resorts appear to be a huge success. The \$5.5 billion Marina Bay Sands, developed by Las Vegas Sands Corp., has drawn five million visits since late April, when its phased opening began. Nearly 300,00 non-guests have visited the resort's 57th-floor viewing deck, with an "infinity pool" on a ledge overlooking the Singapore skyline. The resort complex is expecting 70,000 to 80,000 visitors a day by the end of the year, when it is fully open.



INGAPORE BECAME EAST SIA'S NEW SPEED CHAMPION, DARING PAST CHINA TO TOP IE GLOBAL TABLES

news emerged that China slowed to 10.3 cent economic growth in the last quarter. gross domestic product of the city-state of llion people grew by a stunning 18.1 per in the first half of the year -- a rate that is aring pace, with growth up 19.3 per cent in

overnment is predicting growth of up to 15 nt for the year, compared with 9 per cent ist forecast. Goldman Sachs anticipates n stronger 16.5 per cent.





Singapore Integrated Resorts – Government Support

- Providing incentives to organisers of business events, meetings, conferences and exhibitions to hold events in Singapore
- Singapore Tourism Board has a specific unit dedicated to promote and support the two integrated resorts
- Images of the two new integrated resorts are presented in all key brochures, television commercials and web-based advertisements generated by the Singapore Tourism Board
- Singapore Government facilitates the "fast tracking" through airport, customs and immigration of VIP visitors to the integrated resorts

Fast Track of Customs and Immigration



Passengers are met at the air-bridge



Personalised immigration and customs process fast tracked





Singapore – Government Support

In 2005, Singapore's Prime Minister Lee Hsein Loong noted the importance of integrated resorts as a compelling tourism driver:

"Cities all around the world are reinventing themselves...We seek to be a global city, attracting talent from around the world, lively, vibrant and fun to live and work in. We want Singapore to have the X-factor — that buzz you get in London, Paris or New York. The Integrated Resorts will have all kinds of amenities...They attract hundreds of thousands of visitors per year. The great majority will not go there to gamble. They may be tourists, executives or businessmen, who go to enjoy the resort or attend conventions or conferences."



Prime Minister Lee Hsein Loong



Integrated Resorts in Macau

- Only area in China where casino gaming is legally permitted
- Six casino operators are permitted within Macau
- A number of high quality integrated resorts have been developed. More are planned
- Visitor numbers have increased from 9.5 million in 2001 to more than 23.0 million in 2010¹
- Integrated resorts serve as a key focus in all of Macau's major marketing campaigns and on the Macau Tourism and Travel Guide website and all tourist information brochures



Visitor statistics prior to 2008 include all entries to M acau including migrant workers, visitor statistics post 2008 reflect tourists only

Macau - City of Dreams





Macau – The Venetian





Macau Infrastructure Improvements

The Macau Government continues to support tourism growth with significant infrastructure expansion.

Guangzhou Zhuhai High Speed Railway

Link Guangzhou to Gongbei

Highest speed up to 200km/h, estimated travel time < 40 minutes

Target finish 2010-2011

Macau Light Rail System

Light rail network connecting Peninsula, Taipa and Cotai

Capacity for 7,700 passengers per hour

First routes operational by 2011

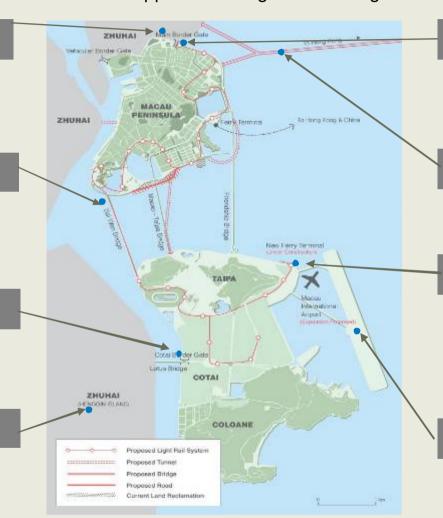
Enlarged immigration point between Macau and China

Link to Henqin Island, Zhuhai Capacity for 70,000-200,000 passengers per day Already operating

Guangzhou-Zhuhai Super Highway

Link Guangzhou to Henqin Island, Zhuhai

All 3 phases to be completed 2012-2013



Expansion of Border Gate

Expand capacity to 500,000 movements per day (upfrom 300,000)

Commence full year operation in 2010

HK-Zhuhai-Macau Bridge

Link with Hong Kong, travel time < 30 minutes (by car)

Estimated completion in 2015

New Ferry Terminal

2nd ferry terminal

Capacity for 11,000-13,000 passengers per day, 2x current capacity of Outer Harbour pier

Temporary pier opened on 2007

Permanent pier phase open in 2012

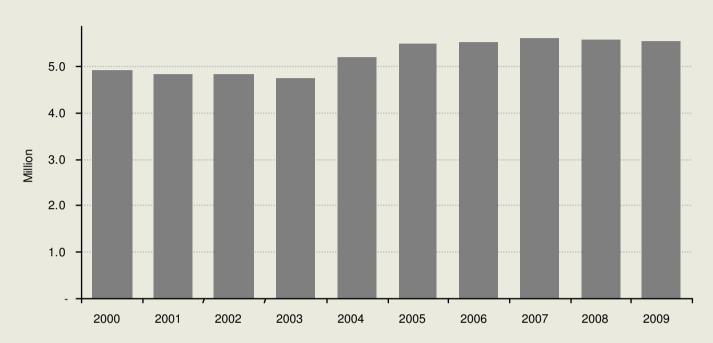
Airport Capacity Upgrade

Capacity upgrade from 6m to 10m people per year

Estimated completion in 2017

8. Australian Tourism – Some Observations

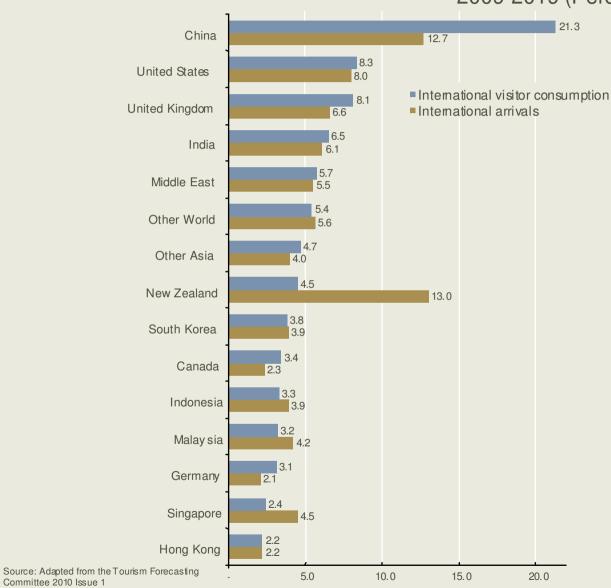
International Visitors to Australia 2000-2009



- International tourist arrivals to Australia have been flat over the past decade
- Australia has dropped in travel and tourism competitiveness world rankings from 4th in 2008 to 9th in 2009, while Singapore has moved up from 16th to 10th over the same period

Australian Tourism - Key Sources of Growth

2009-2019 (Percentage Share%)





61

Forecast International Arrivals

Australia & Singapore

The forecast CAGR for Singapore's International Arrivals is more than twice Australia's forecast







Issues to Consider

- Is Australia losing market share in the global tourism market?
- Is Australia sufficiently geared to attract the key tourism markets, namely China and India?
- What are the key risks for Australian tourism from the emergence of new integrated resorts in Asia?
- How can Crown cooperate more effectively with Australian tourism agencies and the broader tourism sector to increase visitation to Melbourne and Perth?



Primary Focus

Crown's focus for F11 is:

- Continue to maximise growth at Crown Melbourne and Burswood
- Continue to manage the substantial capital expenditure programs at both properties
- Continue working with our JV partners to optimise the value of Crown's Macau business



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